

Message Text

UNCLASSIFIED

PAGE 01 BOMBAY 01105 010257Z

44

ACTION PER-03

INFO OCT-01 NEA-10 ISO-00 /014 W
----- 124399

R 301040Z APR 76
FM AMCONSUL BOMBAY
TO SECSTATE WASHDC 6388
INFO AMEMBASSY NEW DELHI

UNCLAS BOMBAY 1105

E. O. 11652: N/A

TAGS: APER, IN SW (O'BRIEN, JOSEPH T.)

SUBJ: O'BRIEN ASSIGNMENT STOCKHOLM

REF: BOMBAY 1080

1. POST'S WILLINGNESS TO MOVE UP O'BRIEN'S DEPARTURE DATE IN ORDER ALLOW HIS CHILDREN REACH STOCKHOLM FOR SCHOOL OPENING SHOULD NOT BE VIEWED AS INDICATION WE CAN ACCEPT ANY SIZEABLE GAP BETWEEN O'BRIEN DEPARTURE AND REPLACEMENT ARRIVAL. WISH TO RE-EMPHASIZE THAT COMMERCIAL OFFICER POSITION IS KEY ONE IN THIS POST WHICH IS CORRECTLY DESIGNATED AS A COMMERCIAL-INTEREST ONE.

2. URGE THAT DEPARTMENT MOVE QUICKLY TO ASSIGN AN ENERGETIC, UP-AND-COMING OFFICER FOR THIS CHALLENGING POSITION IN WHICH O'BRIEN PREDECESSOR WON PROMOTION TO O-3 DURING THREE-YEAR TOUR IN BOMBAY. WE NEED AN ENERGETIC OFFICER, CAPABLE OF SUPERVISING FOUR TO SIX UNIVERSITY-TRAINED LOCALS AND ABLE TO EXPAND A SIZEABLE TRADE PROMOTION PROGRAM. AT SAME TIME OFFICER NEEDS TO BE GOOD ANALYST AND DRAFTER WHO CAN SPOT BEST OPPORTUNITIES AND THEN THROUGH HIS WRITING PERSUADE OTHERS TO JOINT IN ATTEMPT TO EXPLOIT THESE OPPORTUNITIES. IN OTHER WORDS HE NEEDS TO BE A GOOD "OUTSIDE" MAN WHO CAN ALSO SUCCESSFULLY DIRECT THE "IN HOUSE" ACTIVITIES NEEDED TO SUPPORT THE "OUT-REACH" EFFORT. HE WILL DEAL WITH EXECUTIVES RUNNING BUSINESSES GROSSING TENS OF MILLIONS DOLLARS PER YEAR AND WITH HEADS OF LARGE TRADE ORGANIZATIONS SO HE NEEDS SELF-CONFIDENCE

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PAGE 02 BOMBAY 01105 010257Z

AND A GOOD SENSE OF PRESENCE. HE SHOULD BE A CLASS IV OR V

OFFICER LOOKING FOR T OPPORTUNITY TO EARN AN EARLY
PROMOTION.
COURTNEY

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NNN

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